COMPLAINT

I.

INTRODUCTION

1. This Complaint seeks monetary damages and injunctive relief for the infringement of Bridgepoint Education Inc.'s ("Plaintiff" or "Bridgepoint") federally registered trademark, "Ashford University," by Professional Career Development Institute, LLC ("Defendant" or "PCDI") through its unfairly competitive use of the confusingly similar name "Ashworth University." The purpose of this Complaint is to prevent Defendant from continuing to infringe and wrongfully profit from its use of its confusingly similar name in connection with the sale of related goods and services, as well as Defendant's intentional and unfairly competitive association between itself and Plaintiff.

II.

JURISDICTION AND VENUE

2. This Southern District of California has subject matter jurisdiction over this matter pursuant to: (1) 28 U.S.C. § 1331, as this action arises out of the laws of the United States of America; (2) 15 U.S.C. § 1121, as this action involves claims under the Lanham Act of 1946, as amended, 15 U.S.C. § 1051 *et seq.*; and (3) 28 U.S.C. § 1338(a) and (b), as this action arises in part under an Act of Congress relating to trademarks and involves a substantial and related claim of unfair competition under federal law. This Court has supplemental jurisdiction over the third claim pursuant to 28 U.S.C. § 1367 because they are so related to the first and second claims for relief that they form part of the same case or controversy under Article III of the United States Constitution. The matter in controversy exceeds, exclusive of interest and costs, the sum of seventy-five thousand dollars.

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This Court has personal jurisdiction over Defendant in this action and venue is proper in this judicial district because, as alleged below: (a) Defendant engages in substantial business within this forum amounting to sufficient minimum contacts, including, but not limited to, offering its offending goods and services in California and in this judicial district; (b) the harm caused to Plaintiff by the acts and omissions of Defendant were targeted at Plaintiff and designed to impact Plaintiff; and (c) a substantial part of the acts or omissions giving rise to the asserted claims occurred or had effects in this judicial district. Defendant has infringed Plaintiff's trademark and unfairly competed with Plaintiff via advertisements, containing the confusingly similar name "Ashworth University," on television and the Internet as well as through Defendant's web sites, including www.ashworthuniversity.tv, www.ashworthuniversity.edu, www.ashworthuniversity.info, and www.ashworthuniversity.info, and www.ashworthuniversity.info, and <a href="www.ashworthuniversity.biz, and otherwise, in this judicial district and, on information and belief, in every jurisdiction of the United States.

III.

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PARTY ALLEGATIONS

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4. Plaintiff Bridgepoint is a corporation duly organized and existing under the laws of the State of Delaware, and has its principal place of business at 13500 Evening Creek Drive, Suite 600, San Diego, CA 92128.

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5. On information and belief, Defendant PCDI is a limited liability corporation duly organized and existing under the laws of the State of Georgia, and has its principal place of business located at 430 Technology Parkway, Norcross, Georgia 30092.

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6. Plaintiff does not know the true names and capacities, whether individuals, corporations, partnerships, joint ventures, or otherwise of defendant DOES 1-10, inclusive. Plaintiff is informed and believes, and on that basis alleges, that each fictitious defendant was in some way responsible for, participated in, or contributed to the matters and things of which Plaintiff complains, and in some fashion, has legal responsibility. When the exact nature and identity of such fictitious defendants or Defendant's responsibility for participation and contribution to the matters and things alleged in this Complaint is ascertained, Plaintiff will seek leave to amend this Complaint.

Filed 11/20/2007

IV.

GENERAL ALLEGATIONS

- 7. Plaintiff is the owner of the federally registered trademark ASHFORD UNIVERSITY having federal trademark Registration No. 3,220,625. A true and correct copy of said registration is attached as Exhibit 1 and incorporated by reference.
- 8. Plaintiff and its wholly owned subsidiary Ashford University, LLC ("Ashford University"), a limited liability corporation duly organized and existing under the laws of the State of Iowa, have been and are now extensively engaged in the business of marketing in interstate commerce and providing a wide variety of educational goods and services, and since 2005 has marketed such educational goods and services under the trademark ASHFORD UNIVERSITY. Plaintiff uses the registration symbol ® under 15 U.S.C. §1111 on its goods and in advertising associated with its trademark.
- 9. Ashford University, which was founded in 1918, maintains a physical university campus in Clinton, Iowa where students receive affordable, innovative, high-quality learning opportunities and degree programs in subjects such as

business administration, health care administration, psychology, organizational

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management, criminal justice, social science, education, accounting, computer graphics design, marketing management, visual arts, computer science and mathematics, and biology.

- Ashford University also offers distance learning programs for 10. individuals to receive associate's, bachelor's and master's degrees by correspondence and online through its web site at www.ashford.edu without physically attending classes on campus. Students can earn these degrees in subjects such as business administration, health care administration, psychology, organizational management, criminal justice, social science and education.
- 11. Plaintiff has spent significant time and effort and substantial sums of money widely advertising and extensively offering educational and distance learning programs under its registered ASHFORD UNIVERSITY mark to potential distance and online learners throughout the United States (including the Southern District of California) and abroad, and the trademark ASHFORD UNIVERSITY has become, through widespread and favorable public acceptance and recognition, an asset of substantial value as a symbol of Plaintiff, its quality goods and services and its good will, as evidenced in part by the significant revenues derived from these goods and services. Plaintiff's extensive marketing plans include widely offering its distance learning goods and services in connection with its mark online (e.g., through its web site located at www.ashford.edu) and through various other media.
- 12. Defendant offers distance learning programs under the name Ashworth University, both by correspondence and online, for students to receive associate's, bachelor's and master's degrees in subjects, including business management, criminal justice, education, health care management and psychology. Defendant

federally registered trademark for "Ashworth University."

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represents itself as a provider of associate's, bachelor's and master's degree programs and high school diploma programs to distance and online learners in the United States and more than 100 countries worldwide.

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- 13. Defendant offers its distance learning-related goods and services in interstate commerce, including within and without California and including this judicial district, through television advertisements, Internet banner advertisements, and web sites, including those with domain names that are confusingly similar to Plaintiff's ASHFORD UNIVERSITY trademark, such domain names including www.ashworthuniversity.tv, www.ashworthuniversity.edu, www.ashworthuniversity.com, www.ashworthuniversity.net, www.ashworthuniversity.us, www.ashworthuniversity.info, and www.ashworthuniversity.biz. On information and belief, Defendant does not have a
- 14. Defendant's use in commerce of the Ashworth University name and domain names constitute infringement of Plaintiff's registered trademark, ASHFORD UNIVERSITY, has caused actual confusion, deception and/or mistake, and is likely to continue to cause confusion, deception, and/or mistake. Defendant's use of the name Ashworth University is immediately reminiscent of and strikingly similar to Plaintiff's registered trademark ASHFORD UNIVERSITY. Substantial similarity exists in sight and sound between Defendant's disputed name and domain names and Plaintiff's registered mark. Indeed, each begins with "Ash," contains "or" in text and sound, and utilizes the second word "University." The small differences between the letters in Plaintiff's mark and those in Defendant's disputed name and domain names do not significantly change the sound of the university names when pronounced. Defendant's disputed name and domain names are thus confusingly similar to Plaintiff's trademark and constitute direct infringement.

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	15.	The confusion is enhanced by the fact that, not only is Defendant's
name st ri kii	ngly sin	nilar in an aesthetic sense to Plaintiff's registered trademark, but both
Plaintiff's a	nd Defe	ndant's names are being used to brand and market goods and services
in the exact	area in	which Plaintiff's ASHFORD UNIVERSITY trademark is registered:
"educationa	l servic	es, namely, providing distance learning instruction, curriculum and
courses at tl	he colle	ge and graduate levels."

- 16. Furthermore, Plaintiff's and Defendant's goods and services are offered throughout the United States. Both Plaintiff and Defendant use the Internet and various other similar media channels to market and promote their goods and services to the same potential customers.
- Defendant's national advertising campaign reflects an expansion into the national market at the same time that Plaintiff has been marketing its goods and services in the national market.
- 18. On information and belief, Defendant's use of the infringing name is an attempt by Defendants to associate and connect its goods and services with the renowned, high quality distance learning goods and services designed and offered by Plaintiff. On information and belief, Defendants created unlawful and unfair connections to Plaintiff's established, successful, and popular distance learning goods and services in order to persuade potential customers to obtain Defendant's distance learning goods and services instead of Plaintiff's. Potential students have indeed actually confused Defendant's distance learning goods and services with Plaintiff's. As such, by infringing Plaintiff's registered trademark, Defendant creates an unfairly competitive association with Plaintiff and trades upon Plaintiff's business goodwill in order to sell Defendant's own goods and services by falsely designating their origin.

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- 19. Defendant has notice of Plaintiff's trademark by virtue of its publication and registration on the Principal Registry and Plaintiff's trademark marking pursuant to 35 U.S.C. §1111.
- 20. On information and belief, Defendant has earned and continues to earn substantial revenues and profits from the distance learning services using the infringing name and domain names that are confusingly similar to Plaintiff's federally-registered trademark. Plaintiff has been damaged by the conduct of Defendant in an amount not yet known, and is entitled to restitution in the form of all revenues and profits generated by Defendant's sales of distance learning goods and services using a confusingly similar name and domain name. Plaintiff will continue to be damaged until Defendant's use of its infringing name and domain names is enjoined.

FIRST CLAIM FOR RELIEF

[Federal Trademark Infringement Against Defendants (15 U.S.C. § 1114 et seq.)]

- 21. Plaintiff realleges and incorporates herein by reference the allegations contained in Paragraphs 1 through 20 of this Complaint, as set forth above.
- 22. Defendant's conduct constitutes trademark infringement under 15 U.S.C. § 1114 et seq. Defendant's use of its confusingly similar name and domain names in interstate commerce constitutes trademark infringement, and engenders a mistaken belief by the consuming public that Defendant's goods and services are offered, sponsored, authorized, licensed by, or otherwise connected with Plaintiff or come from the same source as Plaintiff's goods and services, or are of the same quality as that assured by Plaintiff's trademark.

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- 23. Defendant's commercial activities using its confusingly similar name and domain names in connection with the advertising and sale of its distance learningrelated goods and services through the Internet and other media similar to Plaintiff have, on information and belief, caused actual confusion and are likely to continue causing confusion, mistake, and/or deception, and are likely to cause the public to believe that Plaintiff has produced, sponsored, authorized, licensed, or is otherwise connected or affiliated with Defendant's commercial and business activities, all to the detriment and damage of Plaintiff.
- Plaintiff is informed and believes, and on that basis alleges, that 24. Defendant has willfully committed these acts of infringement to the injury and detriment of Plaintiff.
- 25. On information and belief, Defendant has derived substantial financial benefit from its unlawful and infringing conduct with respect to Plaintiff's registered trademark. As a direct and proximate result of Defendant's unlawful acts as set forth above, including the unauthorized use of a name and domain names confusingly similar to Plaintiff's ASHFORD UNIVERSITY trademark, Plaintiff has suffered and will continue to suffer injury to its business, goodwill, and property. Plaintiff is entitled to recover from Defendant the damages it has sustained and will sustain as a result of Defendant's wrongful conduct as alleged herein. Plaintiff is further entitled to recover from Defendant the gains, profits and advantages obtained as a result of the wrongful conduct alleged herein. Plaintiff at present is unable to ascertain the full extent of its damages, or the gains, profits, and advantages that Defendant has obtained by reason of the wrongful conduct described herein.
- 26. Plaintiff has no adequate remedy at law to compel Defendant to cease their wrongful acts. Unless Defendant is permanently enjoined from committing these

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unlawful acts as set forth above, including the unauthorized use of a name and domain names in commerce that are confusingly similar to Plaintiff's ASHFORD UNIVERSITY trademark, Plaintiff will continue to suffer irreparable harm. Plaintiff is entitled, pursuant to 15 U.S.C. § 1116, to an injunction restraining Defendant, its officers, agents and employees, and all persons acting in concert with Defendant, from engaging in any further such acts of infringement in violation of the Lanham Act.

SECOND CLAIM FOR RELIEF

[Unfair Competition And False Designation Of Origin (15 U.S.C. §1125)]

- 27. Plaintiff realleges and incorporates herein by reference the allegations contained in Paragraphs 1 through 26 of this Complaint, as set forth above.
- 28. Defendant's conduct constitutes federal unfair competition and false designation of origin under 15 U.S.C. § 1125.
- 29. Defendant's unauthorized marketing and distribution of distance learning goods and services under the name Ashworth University and in connection with domain names, including www.ashworthuniversity.tv, www.ashworthuniversity.edu, www.ashworthuniversity.com, www.ashworthuniversity.net, www.ashworthuniversity.us, www.ashworthuniversity.info, and www.ashworthuniversity.biz, which infringe and/or are confusingly similar to Plaintiff's Ashford University trademark has and/or is likely to cause confusion, mistake, and/or deception as to an affiliation, connection, or association of Defendant's goods and services with Plaintiff's and their associated goodwill or as to the origin, sponsorship, or approval of Defendant's goods, services, or commercial activities by Plaintiff in violation of 15 U.S.C. § 1125.

- 30. Defendant's use of its infringing name and domain names creates a false and confusing connection between its distance learning-related goods, services and web site to the premium quality distance learning-related goods, services and web site provided by Plaintiff under its registered trademark. Such confusion as to the origin of goods and services is likely to continue unless enjoined and, on information and belief, has caused actual confusion among consumers as to the source of Defendant's goods and services.
- 31. Plaintiff is informed and believes, and on that basis alleges, that Defendant, in engaging in the conduct described herein, willfully intended to trade on Plaintiff's reputation, to misappropriate the Ashford University mark and to cause injury to Plaintiff.
- 32. As a direct and proximate result of Defendant's unlawful acts as set forth above, including the unauthorized reproduction, distribution and use in commerce of a name and domain names that are confusingly similar to the Ashford University trademark, Plaintiff has suffered and will continue to suffer injury to their business, goodwill, and property in an amount not presently known.
- 33. Plaintiff has no adequate remedy at law. Unless Defendant is permanently enjoined from committing these unlawful acts as set forth above, including the unauthorized use of the Ashford University trademark in commerce, and the unauthorized reproduction and/or distribution of the Ashford University trademark, Plaintiff will continue to suffer irreparable harm.
- 34. Plaintiff is entitled, pursuant to 35 U.S.C. § 1116, to an injunction restraining Defendant, their officers, agents and employees, and all persons acting in

concert with Defendant, from engaging in any further such acts of unfair competition and false designation of origin in violation of 35 U.S.C. § 1125.

THIRD CLAIM FOR RELIEF

[Unfair Competition And False Designation Of Origin (California Business & Professions Code §§ 17200 And 17500)]

- 35. Plaintiff realleges and incorporates herein by reference the allegations contained in Paragraphs 1 through 34 of this Complaint, as set forth above.
- 36. Plaintiff is informed and believes, and on that basis alleges, that Defendant's unlawful acts as set forth above, including the infringement of Plaintiff's Ashford University trademark, have a substantial effect on commerce, and constitute unlawful, unfair, and fraudulent business practices and unfair, deceptive, untrue, and misleading advertising in violation of Sections 17200 and 17500, et seq., of the California Business and Professions Code.
- 37. Plaintiff is informed and believes, and on that basis alleges, that Defendants, in engaging in the conduct described herein, willfully intended to trade on Plaintiff's reputation, to misappropriate the Ashford University trademark and to cause injury to Plaintiff.
- 38. As a direct and proximate result of Defendant's unlawful acts as set forth above, including the infringing reproduction, distribution and use of the name Ashworth University in commerce, Plaintiff has suffered and will continue to suffer injury to their business, goodwill, and property in an amount not presently known.

39. Plaintiff has no adequate remedy at law. Unless Defendant is
preliminarily and permanently enjoined from committing these unlawful acts as set forth
above, Plaintiff will continue to suffer irreparable harm.
40. Plaintiff is entitled, pursuant to California Business and Professions
Code §§ 17203 and 17535, to an injunction restraining Defendant, its officers, agents and
employees, and all persons acting in concert with Defendant, from engaging in any further
such acts of unfair competition and false designation of origin in violation of the
California Business and Professions Code.
PRAYER FOR RELIEF
WHEREFORE, Plaintiff BRIDGEPOINT prays for judgment against Defendant as
follows:
(1) That Defendant(s) be held liable for infringement of Plaintiff's
registered trademark as set forth herein in violation of the federal Lanham Act, 15 U.S.C.
§ 1125 et seq., as alleged herein;
(2) That Defendant(s) be held liable for trademark infringement, false
designation of origin, and unfair and unlawful competition and business practices in
violation of the federal Lanham Act, 15 U.S.C. § 1125 et seq., as alleged herein;
(3) That Defendant(s) be held liable for trademark infringement, false
designation of origin, and unfair and unlawful competition and business practices in
violation of the California Business and Professions Code, as alleged herein.

That Defendant's unlawful conduct as alleged herein be deemed a

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willful violation of Plaintiff's intellectual property rights;

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(5) For a permanent injunction preventing Defendant(s) from: (a)				
operating its web sites located at www.ashworthuniversity.tv, www.ashworthuniversity.edu,				
www.ashworthuniversity.com, www.ashworthuniversity.net, www.ashworthuniversity.us,				
www.ashworthuniversity.info, and www.ashworthuniversity.biz or any colorable imitations				
thereof, or any other confusingly similar domain name; (b) using Plaintiff's federally-				
registered trademark as set forth herein or any other confusingly similar marks in				
connection with the advertising and sale of distance learning-related goods or any other				
goods and/or services in commerce; (c) participating in, facilitating, materially				
contributing to, and/or encouraging the unauthorized use of Plaintiff's federally-registered				
trademark or any other confusingly similar marks in connection with the advertising and				
sale of distance learning-related goods or any other goods and/or services in commerce; (d)				
continuing to violate any rights of Plaintiff in its registered trademark in any form and/or				
manner; and (e) engaging in any further unfair, fraudulent, or unlawful act or practice				
relating to or affecting Plaintiff or its customers or prospective customers;				

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(6) That Defendant(s), pursuant to 15 U.S.C. § 1116(a), be ordered to file with the Court and to serve upon Plaintiff, within thirty (30) days after service of an injunction order, a report in writing under oath setting forth in detail the manner and form in which Defendant has complied with the Court's order;

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That the Court order an accounting of all gains, profits, and (7)advantages realized by Defendant(s), or others acting in concert or participation with it, from its unlawful conduct, and that all such gains, profits, and advantages be deemed to be in constructive trust for the benefit of Plaintiff, at the sole cost and expense of Defendant(s), by means of an independent accountant;

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(8)For compensatory damages sustained by Plaintiff as a result of Defendant's wrongful acts, and such other compensatory damages, including up to three

Int. Cl.: 41

Prior U.S. Cls.: 100, 101, and 107

United States Patent and Trademark Office

Reg. No. 3,220,625 Registered Mar. 20, 2007

SERVICE MARK PRINCIPAL REGISTER

ASHFORD UNIVERSITY

BRIDGEPOINT EDUCATION, INC. (DELAWARE CORPORATION) SUITE 600 13500 EVENING CREEK DR. NORTH SAN DIEGO, CA 92128

FOR: EDUCATIONAL SERVICES, NAMELY, PROVIDING COURSES OF INSTRUCTION AT THE POST-SECONDARY AND GRADUATE LEVELS; AND CONTINUING EDUCATION COURSES AND ADULT TRAINING SERVICES IN THE FIELDS OF PSYCHOLOGY AND ORGANIZATIONAL MANAGEMENT, IN CLASS 41 (U.S. CLS. 100, 101 AND 107).

FIRST USE 3-0-2005; IN COMMERCE 3-0-2005.

THE MARK CONSISTS OF STANDARD CHARACTERS WITHOUT CLAIM TO ANY PARTICULAR FONT, STYLE, SIZE, OR COLOR.

NO CLAIM IS MADE TO THE EXCLUSIVE RIGHT TO USE "UNIVERSITY", APART FROM THE MARK AS SHOWN.

SN 78-552,182, FILED 1-22-2005.

KIMBERLY PERRY, EXAMINING ATTORNEY

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(b) County of Residence of First Listed Plaintiff San Diego (EXCEPT IN U.S. PLAINTIFF CASES)			County of Residence of First Listed J NOV 20 PM L: 10 (IN U.S. PLAINTIFF CASES ONLY) COURT NOTE: IN LAND CONDEMNATION CASES USE THE POLATION IN THE LAND INVOLVED. SOUTHERN DISTRICT OF THE POLATION IN THE							
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UNITED STATES DISTRICT COURT

SOUTHERN DISTRICT OF CALIFORNIA SAN DIEGO DIVISION

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Judge..: NAPOLEON A JONES, JR

Amount.:

\$350.00 CK

Check#.: BC 6252

Total-> \$350.00

FROM: BRIDGEPOINT EDUCATION INC V. PROFESSIONAL CAREER DEV. INSTI